J-40-G

June 11, 1993

To Our Customers:

We are extending our WINSTON ($4.00/$.40) Summer Promotion. This promotion product will be available for shipment beginning June 21, 1993 through July 16, 1993.

In order to provide fair and equitable product shipments on WINSTON brand styles to all of our customers, weekly limit quantities have been established beginning with shipments on June 21, 1993. The new quantities should be adequate to allow your retail stores to order their normal WINSTON needs on a weekly basis.

Enclosed is a statement indicating your maximum WINSTON brand style quantities available for shipment each week. You may order up to the maximum quantity available each week by brand style as either promoted product (4.00/$.40), standard product or a combination, as long as the combination does not exceed your weekly brand style maximum available quantities.

You must indicate, at time of order placement, quantities of standard or promoted product using brand description, or appropriate UPC codes as previously communicated in our letter J-26-G dated April 22, 1993. The first order date for WINSTON product is Thursday, June 17, 1993.

For standing order customers, WINSTON product will be permanently canceled from your standing orders effective with orders shipping June 21, 1993. You must place your orders for WINSTON product on an as-needed basis.

Thank you for your cooperation and support in the marketing of our products.

R. J. Reynolds Tobacco Company

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